

Massachusetts Division of Insurance
Quarterly Report of Membership in Health Maintenance Organizations
as of December 31, 2004 ¹

TOTAL MEMBERSHIP BY COUNTY

	Barnstable	Berkshire	Bristol	Dukes	Essex	Franklin	Hampden	Hampshire	Middlesex	Nantucket	Norfolk	Plymouth	Suffolk	Worcester	Massachusetts
	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter	Members at End of Quarter
Aetna Health Inc.	224	43	254	0	1,655	50	817	240	2,666	0	945	443	870	1,195	9,402
Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. ²	30,274	19,337	66,191	365	98,747	10,442	47,048	17,788	181,505	700	84,324	67,206	45,413	89,607	758,947
CIGNA HealthCare of Massachusetts, Inc. ³	75	34	119	2	483	98	1,055	307	1,094	0	325	285	183	7,169	11,229
ConnectiCare of Massachusetts, Inc.	0	33	0	0	2	265	6,578	1,597	0	0	2	0	2	85	8,564
Fallon Community Health Plan, Inc.	123	5	813	4	4,442	1,115	876	227	15,068	1	2,490	805	702	139,387	166,058
Great-West Healthcare of Massachusetts, Inc. ⁴	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Harvard Pilgrim Health Care, Inc.	22,069	561	28,851	3,218	49,770	621	1,986	874	136,918	18	73,837	43,959	62,953	39,252	464,887
Health New England, Inc.	4	10,437	1	1	2	6,471	30,859	14,391	12	0	3	8	4	315	62,508
Neighborhood Health Plan, Inc.	173	147	7,690	8	26,668	147	1,895	89	18,167	0	10,261	8,225	44,238	6,313	124,021
Tufts Associated HMO, Inc. ⁵	9,299	1,989	24,013	1	51,620	3,074	14,389	5,566	128,120	1	51,003	36,674	29,357	46,216	401,322
UnitedHealthcare of New England, Inc.	45	0	1,285	0	18	0	13	2	197	0	105	78	45	174	1,962
Total HMO Members	62,286	32,586	129,217	3,599	233,407	22,283	105,516	41,081	483,747	720	223,295	157,683	183,767	329,713	2,008,900
2003 Massachusetts Population ⁶	229,545	133,310	547,008	15,601	737,848	72,204	461,190	155,101	1,471,724	10,724	654,331	487,521	680,705	776,610	6,433,422
Market Penetration Rate ⁷	27.13%	24.44%	23.62%	23.07%	31.63%	30.86%	22.88%	26.49%	32.87%	6.71%	34.13%	32.34%	27.00%	42.46%	31.23%

¹ Information reported by HMOs as of the end of the fourth quarter of 2004 based upon the Massachusetts Division of Insurance's "Guidelines for Reporting Membership & Utilization Statistics - Version 2.0" that instructs HMOs to exclude members for whom the HMO did not bear any financial risk. Beginning January 1, 2004, membership reflects those persons enrolled only in closed network plans; so-called "dual certificate option" plan (POS) members and insured preferred provider plan members are not included in this report.

² Formerly a line of business of Blue Cross and Blue Shield of Massachusetts, Inc. ("BCBSMA"). Blue Cross and Blue Shield of Massachusetts HMO Blue, Inc. was created as a separate corporate entity for BCBSMA's HMO line of business effective January 1, 2005.

³ The carrier notified the Division on May 14, 2004 that it would discontinue marketing all small group and nongroup health benefit plans on June 23, 2004 and begin non-renewing business as of December 1, 2004.

⁴ One Health Plan of Massachusetts, Inc. changed its name to Great-West Healthcare of Massachusetts, Inc. effective July 21, 2003. The carrier notified the Division on September 6, 2002 that it would discontinue marketing all group business on October 7, 2002 and begin non-renewing business as of May 1, 2003.

⁵ Doing business as Tufts Associated Health Plan ("TAHMO") and as Tufts Health Plan (THP).

⁶ 2003 Population Source: Table 2: Cumulative Estimates of Population Change for Counties of Massachusetts and County Rankings: April 1, 2000 - July 1, 2003 (CO-EST2003-02-25). Source: Population Division, U.S. Census Bureau. Release Date: April 9, 2004.

⁷ Total HMO members in each county divided by the 2003 population in each county.